

**YOUR IDEAS.  
YOUR CAREER.**

**BALLUFF**



Around 3900 employees worldwide work every day at Balluff on high-quality sensor, identification and image processing solutions, including network technology and software for all automation requirements. They are our shapers of the future. That's why, as a globally positioned family company, we always offer them the best conditions. Work with us on creating our customers' success and let's advance innovations together.

We are looking for passionate and result-oriented team players as

## **REGIONAL SALES MANAGER NORTH EAST AND SCOTLAND – FOCUS AUTOMATION TECHNOLOGY**

### **These are your areas of responsibility**

- Full responsibility for the turnover and result in your sales area, managing an existing client base and developing important potential customers
- You enjoy acquiring new customers and identifying new market potentials
- Handling customer enquiries and preparing quotations is also part of your daily business
- You will provide our customers with technical advice and consulting on complex application solutions
- In addition, you will lead the entire sales process up to the closing
- You will also be responsible for implementing corporate, marketing and sales strategies in your area
- You like to actively participate in trade fairs and attend conferences and meetings

### **Your skills and competencies**

- You have successfully completed your studies to degree level or have a comparable qualification
- Industry knowledge in industrial automation, and experience of working with customers in a field-based role
- You describe yourself as a sales professional due to your behavior, your strong negotiating and communication skills, and your ability to get things done
- You have a keen interest in automation and its application in industry
- A high level of self-motivation in developing new customers and identifying additional potential with existing customers is one of your strengths
- You are a team player who is goal and result oriented, characterized by efficient and structured working methods

To apply please email [hr.uk@balluff.co.uk](mailto:hr.uk@balluff.co.uk) enclosing your CV.

Balluff has been financially independent as a family run company for four generations now. We plan our corporate goals with foresight. This enables us to offer our employees long-term and lasting prospects, and highly competitive rewards and benefits. Experience the Balluff Spirit yourself. Become part of our team.

**You want to make a difference with us?**

**Then we look forward to receiving your application!**

If you are interested, please apply to: [hr.uk@balluff.co.uk](mailto:hr.uk@balluff.co.uk) enclosing your CV.

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